

FORSYTH TOBACCO PRODUCTS PRICING

For Contracted Indirect Retailers - Fair Trade**

4/1/97

List	\$7.11
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Net Invoice	\$7.11
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Alliance Accrual *	.55
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Dead Net Price	\$6.56
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* Alliance Program - Marketing Program (coupons, etc.)
(Based on fully qualifying partners rate)

** For accounts whose wholesaler is physically located in the states of
Maryland, Minnesota, Montana, Tennessee, Wisconsin and Nevada
only.

51850 0417

FORSYTH TOBACCO PRODUCTS PRICING

For Contracted Indirect Retailers

4/1/97

List	\$9.69
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Off-Invoice	2.50
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Net Invoice	\$7.19
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Alliance Accrual *	.55
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Dead Net Price	\$6.64
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* Alliance Program - Marketing Program (coupons, etc.)
(Based on fully qualifying partners rate)

51850 0418

FORSYTH TOBACCO PRODUCTS PRICING

For Contracted Direct Accounts

4/1/97

List	\$9.69
Terms (3.25%)	.31
E. F. T. (1/2%) *	.03
Off-Invoice	2.50

Net Invoice	\$6.85
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Alliance Accrual **	.55
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Dead Net Price	\$6.30
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* E.F.T. available to qualifying customers

** Alliance Program - Marketing Program (coupons, etc.)
(Based on fully qualifying partners rate)

51850 0419

FORSYTH TOBACCO PRODUCTS PRICING

For Contracted Direct Accounts - Fair Trade***

4/1/97

List	\$7.11
Terms (3.25%)	.23
E. F. T. (1/2%) *	.03

Net Invoice	\$6.85
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Alliance Accrual **	.55
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Dead Net Price	\$6.30
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* E.F.T. available to qualifying customers

** Alliance Program - Marketing Program (coupons, etc.)
(Based on fully qualifying partners rate)

*** For wholesalers physically located in the states
of Maryland, Minnesota, Montana, Tennessee, Wisconsin and
Nevada only.

51850 0420